

**MEETING OF THE
RHODE ISLAND COMMERCE CORPORATION**

AGENDA

MONDAY, DECEMBER 15, 2014

PUBLIC SESSION

Call to Order: The Chairman Lincoln D. Chafee

1. Welcome by Chairman Lincoln D. Chafee.
2. To consider for approval the Public Session Minutes for the meeting held November 17, 2014 (See **Tab 1**).
3. To consider, as may be appropriate, matters covered in the Executive Director's Report: Marcel Valois.
4. To receive a status update regarding the Rhode Island Airport Corporation: Kelly Fredericks
5. To receive a presentation regarding a tourism investment plan: Marcel Valois.
6. To approve an Inducement Resolution in connection with the International Yacht Restoration School (See **Tab 2**): Tom Carlotto.
7. To consider issues related to the litigation pending before the Providence Superior Court known as Rhode Island Economic Development Corporation v. Wells Fargo Securities, LLC, et al.: Max Wistow.*
8. Vote to Adjourn.

* Board members may seek to convene in Executive Session pursuant to R.I. Gen. Laws §§ 42-46-5(a)(2) or (4) to discuss this Agenda item.

TAB 1

VOTE OF THE BOARD OF DIRECTORS
OF THE RHODE ISLAND COMMERCE CORPORATION

PUBLIC SESSION MINUTES
OF THE MEETING HELD ON
NOVEMBER 17, 2014

VOTED: To approve the Public Session Minutes for the meeting held on November 17, 2014, as submitted to the Board of Directors.

Dated: December 15, 2014

RHODE ISLAND COMMERCE CORPORATION

MEETING OF DIRECTORS PUBLIC SESSION NOVEMBER 17, 2014

The Board of Directors of the Rhode Island Commerce Corporation (the "Corporation") met on Monday, November 17, 2014, in Public Session, beginning at 5:00 p.m. at the offices of the Corporation, located at 315 Iron Horse Way, Suite 101, Providence, RI 02908, pursuant to the notice of meeting to all Directors, and the public notice of meeting, a copy of which is attached hereto as **Exhibit A**, as required by the By-Laws of the Corporation and applicable to Rhode Island law.

The following Directors were present and participated throughout the meeting as indicated: Mr. Jerauld Adams, Ms. Maeve Donohue, Mr. Karl Wadensten, Ms. Judith Diaz, Mr. George Nee, Mr. Roland Fiore, Ms. Elizabeth Francis, Mr. Jason Kelly, Mr. Stanley Weiss, and Ms. Shannon Brawley.

Directors absent were: Governor Lincoln D. Chafee, Mr. Tim Hebert, and Dr. Nancy Carriuolo.

Also present were: Marcel Valois and Thomas Carlotto.

1. CALL TO ORDER AND OPENING REMARKS

Vice-Chairman Jerauld Adams called the meeting to order at 5:08 p.m. indicating that a quorum was present.

2. TO CONSIDER FOR APPROVAL THE PUBLIC AND EXECUTIVE SESSION MINUTES FOR THE MEETING HELD ON OCTOBER 27, 2014

Upon motion duly made by Ms. Brawley and seconded by Mr. Nee, the following vote was adopted:

VOTED: To approve the Public and Executive Session Minutes for the meeting held on October 27, 2014, as submitted to the Board of Directors.

Voting in favor of the foregoing were: Mr. Jerauld Adams, Ms. Maeve Donohue, Mr. Karl Wadensten, Ms. Judith Diaz, Mr. George Nee, Mr. Roland Fiore, Ms. Elizabeth Francis, Mr. Jason Kelly, Mr. Stanley Weiss, and Ms. Shannon Brawley.

Voting against the foregoing were: None.

3. EXECUTIVE DIRECTOR'S REPORT

Mr. Adams introduced Marcel Valois to discuss the Executive Director's Report. See **Exhibit B**. Mr. Valois stated that a detailed report was available in the Board Members' packages for review; however, he would give a brief overview of a few items contained in the Report. He began by noting that the Corporation, in conjunction with the Newport Chamber of Commerce, would be submitting an application to the United States Economic Development Administration (the "EDA") for another planning grant to conduct asset mapping of the undersea capabilities around Aquidneck Island. He added that United States Secretary of Defense, Charles Hagel, referred to Newport, Rhode Island as the Silicon Valley of undersea warfare on a recent trip to Rhode Island. In conclusion, Mr. Valois advised the board that the RhodeMap Plan had been conveyed to the Governor, the House and the Senate, as directed by the Board at the October meeting. Mr. Valois then discussed the public comment process and identified various comments and issues that have been raised by the public to date.

4. TO CONSIDER FOR APPROVAL A CONSULTING AGREEMENT RELATED TO A GRANT FROM THE OFFICE OF ECONOMIC ADJUSTMENT

Mr. Adams again called on Mr. Valois to discuss a consulting agreement related to the grant the Corporation received from the Office of Economic Adjustment (the "OEA"). See **Exhibit C**. Mr. Valois advised the Board that the purpose of the OEA grant was to develop a pilot program under the Center for Design and Manufacturing in Rhode Island focused on defense companies, to be called STEAMengine. Mr. Valois then gave a brief background of the process and grants which were applied for in connection with the creation of a Center for Design and Manufacturing in Rhode Island.

Mr. Valois then introduced John Riendeau to continue with the presentation. Mr. Riendeau indicated that the purpose of STEAMengine is to build on core assets in Rhode Island, specifically: (i) the highest concentration of industrial designers in the country; (ii) manufacturing strength in key areas, including the defense sector; and (iii) the colleges and universities in Rhode Island providing high demand skills. Mr. Riendeau continued that STEAMengine will be implemented in connection with the Defense Industry Adjustment program, which is slated to help communities prepare their defense-related contractors and service providers during Department of Defense expenditure reductions. He then provided a detailed overview of the tasks which will be undertaken in connection with the STEAMengine project and the relative costs associated with each project task. Ultimately, Mr. Riendeau identified the expected outcomes of the project, the benefits it will generate and the related impact such outcomes will have on Rhode Island's economy.

Mr. Riendeau then introduced Rich Overmoyer, President and CEO of Fourth Economy, to give the Board a presentation regarding the consulting services that Fourth Economy would provide in connection with the STEAMengine project. Mr. Overmoyer noted that Fourth Economy assembled a national team comprised of four (4) entities, including Fourth Economy, to work together on the STEAMengine project. He then

introduced various members of the team, each of whom provided the Board with their background, experience and their role in the STEAMengine project. In conclusion Mr. Overmoyer provided an overview of the STEAMengine project, its deliverables and his vision of success for the project.

Following the conclusion of the various presentations, the Board engaged in a discussion regarding Fourth Economy's proposal and the STEAMengine project as a whole.

Upon motion duly made by Mr. Fiore and seconded by Ms. Brawley, the following vote was adopted:

VOTED: To approve the retention of a consultant, pursuant to the Resolution submitted to the Board of Directors.

Voting in favor of the foregoing were: Mr. Jerauld Adams, Mr. Karl Wadensten, Ms. Judith Diaz, Mr. George Nee, Mr. Roland Fiore, Ms. Elizabeth Francis, Mr. Jason Kelly, Mr. Stanley Weiss, and Ms. Shannon Brawley.

Voting against the foregoing were: None.

Ms. Maeve Donohue recused herself from the foregoing vote of the Board of Directors.

A copy of the Resolution is attached hereto as **Exhibit D**.

5. **TO CONSIDER FOR APPROVAL THE FOLLOWING RENEWABLE ENERGY FUND MATTERS:**

- a. A grant to SunWatt Solar, LLC, in the amount of \$13,875.00;
- b. A grant to Entech Engineering, Inc., in the amount of \$11,475.00;
- c. A grant to US SolarWorks, LLC, in the amount of \$12,650.00;
- d. A grant to Alteris Renewables, Inc. d/b/a RGS Energy, in the amount of \$157,688.00;
- e. A grant to Sol Power, LLC, in the amount of \$19,800.00; and
- f. A grant to Sabetti Construction, Inc. d/b/a Newport Solar, in the amount of \$131,844.00.

Mr. Adams next introduced Hannah Morini for a presentation on the Renewable Energy Fund ("REF"). See **Exhibit E**. Ms. Morini noted that the matters presented for approval represent the third round of Small Scale Solar Funding applications for 2014. She explained that the REF received seven (7) applications for the third round of applications of which six (6) qualified for funding, representing 47 projects spread throughout various areas of the State of Rhode Island. Ms. Morini then provided a brief summary of each of the proposed projects to receive funding in the third round of Small Scale Solar Funding for 2014. Finally, she responded to various inquiries from the

Board of Directors regarding the specifics of the projects and the specifics of the Small Scale Solar Funding program

Upon motion duly made by Ms. Donohue and seconded by Ms. Brawley, the following vote was adopted:

VOTED: To approve the Renewable Energy Fund matters, pursuant to the Resolution submitted to the Board of Directors.

Voting in favor of the foregoing were: Mr. Jerauld Adams, Ms. Maeve Donohue, Mr. Karl Wadensten, Ms. Judith Diaz, Mr. George Nee, Mr. Roland Fiore, Ms. Elizabeth Francis, Mr. Jason Kelly, Mr. Stanley Weiss, and Ms. Shannon Brawley.

Voting against the foregoing were: None.

A copy of the Resolution is attached hereto as **Exhibit F**.

6. **TO CONSIDER FOR APPROVAL A SECURITY PLANNING CONSULTING AGREEMENT IN CONNECTION WITH THE VOLVO OCEAN RACE**

Mr. Adams again called on Mr. Valois to discuss a security planning consulting agreement in connection with the Volvo Ocean Race. See **Exhibit G**. Mr. Valois noted that the Corporation, the Rhode Island Department of Environmental Management, and the Rhode Island Department of Administration will be undertaking the various operational activities required to ensure a safe and successful event for both participants and spectators. One of those activities is the management and implementation of safety and security for the Volvo Ocean Race event. Mr. Valois then introduced Sherri Carrera to provide a summary of the RFP and selection process in connection with awarding a security planning consulting agreement. Ms. Carrera then provided the Board with a timeline and summary of the RFP and selection process. The Board and Mr. Valois then discussed the insurance implications and funding source for such a security planning agreement.

Upon motion duly made by Mr. Fiore and seconded Mr. Adams, the following vote was adopted:

VOTED: To approve a security planning consulting agreement in connection with the Volvo Ocean Race, pursuant to the Resolution submitted to the Board of Directors.

Voting in favor of the foregoing were: Mr. Jerauld Adams, Ms. Maeve Donohue, Mr. Karl Wadensten, Ms. Judith Diaz, Mr. George Nee, Mr. Roland Fiore, Ms. Elizabeth Francis, Mr. Jason Kelly, Mr. Stanley Weiss, and Ms. Shannon Brawley.

Voting against the foregoing were: None.

A copy of the Resolution is attached hereto as Exhibit H.

7. **TO RECEIVE A PRESENTATION REGARDING THE RHODE ISLAND
COMMERCE CORPORATION MARKETING STRATEGY**

Mr. Adams called on Melissa Czerwein to discuss the Corporation's marketing strategy. See Exhibit I. Ms. Czerwein briefly discussed the process and procedure employed in creating a marketing strategy specific to the Corporation, as opposed to marketing the State of Rhode Island. Ms. Czerwein then turned to Lisa Carnevale and Kristine Mertz to discuss the Corporation's marketing strategy. Ms. Carnevale noted that the goal of the marketing plan is to determine what makes the Corporation unique and to market that unique attribute. To that end, Ms. Carnevale noted that the Corporation is the only public agency solely dedicated to the economic development of the state of Rhode Island. She then discussed the various external audiences to whom the Corporation should be marketing. Ms. Carnevale identified the various services that the Corporation offers that it should be advertising to Rhode Island businesses. She then discussed opportunities in the oceanographic and manufacture and design sectors, within the State. Ms. Carnevale then concluded her presentation by discussing various strategies that the Corporation can implement to provide the needed services to the industries with the most need in the State of Rhode Island.

Vote to Adjourn.

There being no further business in Public Session, the meeting was adjourned by unanimous consent at 6:48 p.m., upon motion made by Mr. Wadensten and seconded by Ms. Francis.

Thomas Carlotto, Secretary

EXHIBIT A

RHODE ISLAND COMMERCE CORPORATION
PUBLIC NOTICE OF MEETING

A meeting of the Rhode Island Commerce Corporation Board of Directors will be held at the offices of the **Rhode Island Commerce Corporation, 315 Iron Horse Way, Suite 101, Providence, Rhode Island**, on **Monday, November 17, 2014**, beginning at **5:00 p.m.** for the following purposes:

PUBLIC SESSION

1. To consider for approval the Public and Executive Session Minutes for the meeting held on October 27, 2014.
2. To consider, as may be appropriate, matters covered in the Executive Director's Report.
3. To consider for approval a general consulting agreement for the management and execution of the specific task under the \$1,575,000.00 grant to the Rhode Island Commerce Corporation from the U.S. Department of Defense – Office of Economic Adjustment.
4. To consider for approval the following Renewable Energy Fund matters:
 - a. A grant to SunWatt Solar, LLC, in the amount of \$13,875.00;
 - b. A grant to Entech Engineering, Inc., in the amount of \$11,475.00;
 - c. A grant to US SolarWorks, LLC in the amount of \$12,650.00;
 - d. A grant to Alteris Renewables, Inc. d/b/a RGS Energy, in the amount of \$157,688.00;
 - e. A grant to Sol Power, LLC, in the amount of \$19,800.00; and
 - f. A grant to Sabetti Construction, Inc. d/b/a Newport Solar, in the amount of \$131,844.00.
5. To consider for approval a security planning consulting agreement in connection with the Volvo Ocean Race.
6. To receive a presentation regarding the Rhode Island Commerce Corporation marketing strategy.

This notice shall be posted no later than 5:00 p.m. on Thursday November 13, 2014, at the Office of the Rhode Island Commerce Corporation, at the State House, and by electronic filing with the Secretary of State's Office.

Shechtman Halperin Savage, LLP, Counsel to the Corporation

The location is accessible to the handicapped. Those requiring interpreter services for the hearing impaired must notify the Rhode Island Commerce Corporation at 278-9100 forty-eight (48) hours in advance of the meeting. Also for the hearing impaired, assisted listening devices are available onsite, without notice, at this location.

Dated: November 13, 2014

EXHIBIT B

EXECUTIVE DIRECTOR'S REPORT
R.I. COMMERCE CORPORATION BOARD MEETING

November 17, 2014

The following report highlights Commerce RI activities since the last board meeting on October 27, 2014.

Hot Topics:

- *Statewide Planning to Provide Financial Support for Commerce RI Latino Initiative*
- *R.I. Ranks 20th for YTD Export Growth*

Statewide Planning to Provide Financial Support for Commerce RI Latino Initiative

Statewide Planning has pledged an unconfirmed amount to help fund Commerce RI's Latino initiative, the first phase of which is a website targeting the Latino business community. The funds will be used to develop content for the website – specifically, video case studies and entrepreneur profiles that will cost upwards of \$25,000.

R.I. Ranks 20th for YTD Export Growth

Rhode Island ranked 20th among the 50 states in export growth for the first eight months of 2014, posting a 5.1 percent increase in foreign sales compared with the prior-year period, even though exports fell 20 percent from July to August, according to e-forecasting.com.

A total of \$182.9 million in goods were shipped to international markets from Rhode Island in August, a 5 percent increase from the August 2013 total.

Exports of manufactured goods accounted for 71 percent of all state exports in August. Shipments abroad from state factories increased in August by 6.8 percent from the previous month to \$130.6 million. The year-over-year increase for foreign shipments from state manufacturing companies was 15.2 percent.

Exports of non-manufactured goods – agricultural goods, mining products and re-exports – decreased 51.3 percent in August on a month-to-month basis to \$52.3 million.

Additional Economic Development Updates

Business Development

General Business Development

- RI Manufacturing Renaissance Collaborative (MRC): The MRC Team continues to meet bi-monthly to review and keep manufacturing projects and initiatives current in support of our manufacturing community. The MRC Team is working with Maeve Donohue to transfer its manufacturing database to Project Tango.
- City Centre Warwick: In late October, two new banners were installed at the TF Green Terminal Building to replace the existing EDC signage boards. One banner is dedicated to promoting City Centre Warwick and the other for the GreaterRI.com website. The banners can be seen on either side of the TSA security check-in station for flight departures located on the second floor.

Federal Grant Opportunities

- U.S. EDA Investing in Manufacturing Community Partnerships: On September 27, 2014, we received an email from the Department of Defense Office of Economic Adjustment awarding a \$1,575,000 grant for the STEAMengine proposal. We initiated a RFP process seeking proposals from outside vendors to assist with managing and implementing the project.

Real Estate and Development Projects

- Electric Boat (EB): On October 8, Commerce RI and PTAC hosted the Electric Boat purchasing managers to present on “how to do business with EB” at the New England Institute of Technology East Greenwich campus. The event was attended by over 100 people with welcome remarks from the director, Senator Reed and Congressman Langevin.
- In October, we received word that a company has decided to locate its North American offices in North Kingstown. The company owners, a husband and wife team, will be moving to RI and creating 3 – 5 jobs.

Initiatives and Special Projects

- Research Project - Vulnerability Assessment of RI's Key Maritime Infrastructure Kickoff Meeting: The “Client Committee” met in October to hear a presentation by the URI Marine Affairs and Landscape Architecture programs after they reviewed the URI Scope of Work. This initiative is being funded by USDoT and RIDoT through the URI Transportation Center, and seeks to conduct applied research in preparing resiliency planning for RI Maritime Infrastructure.
- Sheffield School in Newport: We continue to work with City of Newport, Mayforth Group and the Economic Development Foundation of RI (EDF-RI) to advance the proposed transition from a former elementary school to a business incubator. The project has secured US EDA funding of approximately \$1.3 million to rehab the school for its planned new venture called “Newport Tech Works”. The project issued a RFP for architectural and facility services. Examples of facility services include equipment required for the facility that includes securing a broad-band fiber network for its users. The STEAMengine work plan has a direct correlation with the project, as it is synergistic in providing innovation and entrepreneurial services in the defense industry.
- RADE (Regional Aerospace and Defense Exchange): On October 28 Commerce RI met with our counterparts in CT and MA regarding their Department of Defense Office

of Economic Adjustment (OEA) grants and programs of work. CT demonstrated its new economic model that predicts county and statewide economic impacts with a reduction in defense spending. The website/portal and its many features were demonstrated.

Ongoing initiatives

Commerce RI staff continues to be engaged throughout the state and represents the organization at many partner and economic development events.

Client Services

- *Active Opportunities:* The team is currently working on **34** active client opportunities. Opportunities are categorized as Start-up, Retention, Expansion and Attraction and are specific projects in which the team is actively assisting a company. They represent the general utilization of our programs and provide an indication of the services provided to our clients.
- *Attraction Prospects:* The team is currently pursuing **8** attraction opportunities.
- *Client Services Business Retention Efforts:* Staff continues to outreach to Rhode Island businesses and respond to incoming requests with **36** client meetings logged during the past month. With each company interaction, our goal is to add value by providing information and assistance with Commerce RI and partner programs and services. All activity is currently being tracked in Salesforce.
- *GreaterRI Real Estate Database:* Staff continues to update and manage the site selection portion of the Greater RI portal. Team members engage with commercial real estate brokers to maintain accurate listings of available property and buildings.
- *Volvo Ocean Race:*
 - Interviewed the 3 finalists for the security and safety plan. After sending out a revised scope the group collectively has decided to engage Good Harbor Techmark out of Norwell, MA. They have the depth and experience that both DEM and State Police feel comfortable with. As this company will be responsible for coordination of public safety it was important that both DEM and State Police were comfortable
 - The license agreement was signed and sent to State Properties Committee for final approval. Approval was granted. This allows us the use of Fort Adams. DEM, SailNewport and Commerce RI are all part of this agreement.
 - Conference call with Kevin Clapp of RIEMA regarding the use of the mobile command center, Bomb squad, DECON, HAZMAT, DMAT, Weapons of Mass Destruction Team, etc. We will negotiate pricing to stay within our budget.
 - RFP went out on 10/29 for grounds keeping. Pre-bid conference will be held at SailNewport on November 13.
 - The teams have completed the first leg of the race and arrived in Cape Town South Africa November 12.
 - Public Safety and Logistics meeting scheduled for December 3 to introduce team to the hired consultant. This will not be a public meeting so there is no need to post meeting notices or take minutes.

Communications

The communications team continues outreach to local and national media outlets on behalf of multiple departments. From October 12, 2014 through November 12, 2014, Commerce RI and related programs were covered in 80 stories across 38 print, broadcast and online media outlets.

Commerce RI continues to distribute two bi-weekly email newsletters to an audience of 8,400. These are the *Moving Rhode Island Forward* e-newsletter, which highlights the latest Commerce RI news, and *Marcel's Memo*, an e-memo from the executive director. The two emails have an average open rate of 19 percent and a click rate of 7.5 percent.

The team continues to manage development of the strategic marketing plan, Latino website, and Commerce RI website design and development.

International Trade

- Upcoming Seminars and Events
 - Best of New England booth at MEDICA: RI companies participating are Unetixs and Alcor Scientific
 - Best of New England booth at METS: RI companies participating are GMT Composites, New England Boat Works, Farsounder, Hall Composites, KVH and Brooks Marine
 - Food Export, How to Export, on December 2
 - Export Compliance Series currently being planned to start January 2015
 - World Trade Day will be held on May 20, 2015.
- Recent matchmaking, helping clients find partners overseas
 - Igus Bearings, Mexico
 - Taco in Nigeria, Algeria and other African countries
- Recent Export Express Grants
 - Utilidata – success story completed
 - Autocrat – International Business Professional Series
 - Amtrol – Economic Sanction Boot Camp

Renewable Energy Fund

Solarize North Smithfield is going well. RGS Energy was selected as the solar installer for North Smithfield. We are currently in week five of the sign-up period. Twenty-five contracts have been signed for a total of 205 kW. We have already reached tier 3, which means residents are getting solar for the lowest price bid by RGS Energy. Signed contracts to date include a commercial-scale project of 31.625kW. Two solar workshops have been held in North Smithfield to generate interest and initial contacts for RGS Energy. The program sign-up period will end on December 15, 2014.

The solar installer RFP for both the Solarize Tiverton and Little Compton programs was issued on Wednesday, November 12, 2014. Proposals will be reviewed in December and the installer for both communities will be selected before the holidays. The sign-up period for round 2 of Solarize RI will begin in January and end in May of 2015.

Procurement Technical Assistance Center (PTAC)

- 39 clients counseled, 66 counseling sessions, 127 client counseling hours
- 1 new client
- Four PTAC events with a total of 184 participants
 - 60 attended the Small Business Product Vendor Industry Day at NUWC
 - 15 attended the Open House at NUWC with American Systems
 - 9 attended our Export Compliance Workshop at Commerce RI
 - 100 attended our 8th Annual Service Disabled and Veteran Owned Small Business Matchmaker and Training Event at Naval Station Newport
- The monthly invoice (SF270) for October was submitted to the Defense Contract Management Agency (DCMA), for reimbursement against the sixth month of this FY14 federal cost-sharing cooperative agreement, and has been paid.
- Upcoming PTAC events:
 - December 2, 2014: Marketing to State and Local Governments. This event will be at Commerce RI and will be led by the Rhode Island Division of Purchases.

###

EXHIBIT C



STEAMengine

DoD Office of Economic Adjustment

November 17, 2014

About STEAMengine

- RI is developing a Center for Design and Manufacturing called STEAMengine and builds on core assets such as:
 - Highest concentration of industrial designers in the country
 - Manufacturing strength in key areas including defense sector
 - Rhode Island School of Design and other colleges and universities providing high demand skills
- The STEAMengine business plan development is being supported by a federal Investing in Manufacturing Communities Partnership (IMCP) planning grant.
 - A proposal for a Rhode Island designation as a 'manufacturing community' was not successful
 - Development of STEAMengine through DoD OEA grant



STEAMengine

- Defense Industry Adjustment: Program to help communities prepare their defense-related contractors and service providers during DOD expenditure reductions

FFY '16-'19 DOD Budget calls for \$115B in additional cuts
Defense industry diversification can take many forms and support both existing and new models to provide assistance to a communities private contractors

Rhode Island is among approximately 20 communities that have received/or slated to receive, support from DoD to develop a defense sector diversification strategy

The DoD is working to ensure that grantees collaborate and share best practices, tools, models. (Convened a workshop on November 4 & 5)
New England partners include: MA, CT, ME and soon NH



STEAMengine Chronology

- May 20 DoD, OEA Federal Funding Opportunity released
- June 5 Contact is made with OEA and Mike Gilroy
- June 16 DoD Proposal Outline established
- July 7 1st DRAFT ready – reworks the EDA IMCP Phase II grant submission
- August 5 Proposal forwarded to OEA
- August Negotiations with OEA continue
- Sept. 21 Director Valois notified via e-mail of award
- Sept. 22 Governor briefs Board of Directors
- Oct. 15 RFP released
- Nov. 5 Deadline for proposals – one received



STEAMengine Tasks & Budget

- **Task 0:** Overall Project Management - \$225,000
- **Task 1:** Data and Analysis - \$200,000
- **Task 2:** Network Development - \$50,000
- **Task 3:** Model and pilot of Design Readiness Assessments for defense related manufacturing industry - \$400,000
- **Task 4:** Develop an Defense Technology Innovation Strategy - \$250,000
- **Task 5:** Curriculum Development (train all levels of defense workforce in design-related and engineering thinking)- \$100,000
- **Task 6:** Development of shared use space - \$150,000
- **Task 7:** Strategic Communications and Information Sharing - \$200,000
- Total Budget = \$1,575,000



STEAMengine Outcomes

- Identification of 'at-risk' supply chain companies and program for response
- Network of defense contractors and stakeholders to develop ongoing support
- Model and Pilot of Design Readiness Assessment – 20 companies benefit
- Develop technology transfer program and action profiles of 15-30 technologies
- Identification of training needs and curriculum development
- Directory of available shared equipment/ space and plan for future
- Clear communications to encourage engagement by RI and New England partners
- Overall identification of additional investment needs and sustainability model



STEAMengine

DISCUSSION

Questions & Discussion



Commerce RI

1501 Preble Avenue, 2nd Floor
Pittsburgh, PA 15233
412.325.2457
info@fourtheconomy.com



Date: November 14th, 2014

To: John Riendeau and Mike Walker, Commerce RI

From : Rich Overmoyer on behalf of the consulting team

Thank you for the opportunity to interview for the STEAMengine Defense Industry Economic Diversification Initiative. We continue to be extremely excited by the potential opportunity to support Commerce RI in this effort. The following memo provides clarification to the points and questions that were made during the interview.

The Team

As we have evaluated expertise and timeframes for the project we are identifying different team members from our partner Thomas P. Miller and Associates. The chart below illustrates the updated team and the bios of the new members follow at the end of this document.



Roles:

Overall project manager; Defense industry baseline; network development; design readiness; implementation plan

Key Staff:

Rich Overmoyer
Chris Haran
Jeff Brancato
Stephen McKnight
Jerry Paytas
Chelsea Burket
Ali Mabel



THOMAS P. MILLER & ASSOCIATES

Role:

Sector and workforce analysis; curriculum

Key Staff:

Kevin Price
Tom West
Fran Valentine
Sara Tracey



innovation accelerator

Role:

Tech transfer

Key Staff:

John Pyrovolakis
Deborah Clayton
Emily Derocco
Erik Olsen



orange square

MYRANDA

Role:

Communication and outreach

Key Staff:

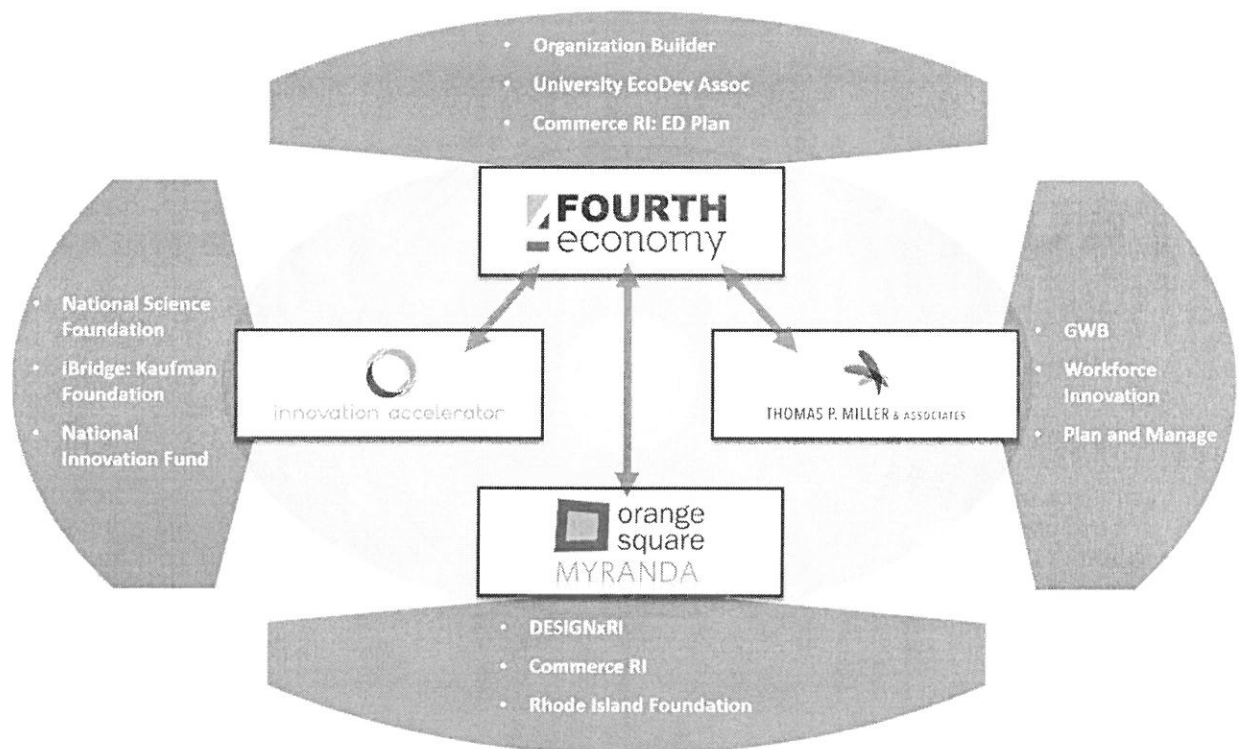
Kristine Merz
Lisa Carnevale

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In addition we discussed that Fourth Economy will provide on-site project management support.

One of the areas that we discussed is that our team's work nationally and in Rhode Island can help connect this project to other resources and efforts that can provide support as STEAMengine is developed. The graphic below highlights some of those connections and experience that our team brings as value added components to our proposal.



Subcontractor Responsibilities Tasks and Hours

I have updated the attached spreadsheet to show where each subcontractor will be leading the discreet tasks. You will note that a few of the tasks are marked "Vendor". These tasks represent services that will be procured, as we better understand the specific needs.

Orange Square Experience

As we noted, in the assembly of our proposal we left out the examples of experience from Orange Square. Please consider the following:

The Orange Square team includes experts at introducing complex, challenging ideas—whether in research, organizational development, economic development or national standards—to your target audiences in ways that have impact. We simplify complexity, uncover your inside truth, and utilize insight-

driven strategy and design to help you more authentically communicate to, engage with and motivate your target audiences. Orange Square is a seven-time recipient of a REBRAND 100® Global Award, which recognizes the world's leading brand transformations.

Bringing National Standards to Life in Rhode Island: Bright Stars – Recognizing, Improving, Connecting Quality Care and learning.

Challenge

How do you improve early care and education of young children in Rhode Island? How do you increase family access to high-quality early-care and school-age programs that support children's learning, development and school success? How do you bring a new idea to life? As a new research-based Quality Rating and Improvement System (QRIS) for child care—the first of its kind in the country—BrightStars needed a professional name and brand that communicated the importance of assessing and improving child care in Rhode Island, while also conveying a friendly, positive energy that would be accessible to relevant audiences, including providers and families.

Solution

Orange Square worked with the many stakeholders to identify what makes BrightStars unique, understand project goals, external influencers and target audiences. We delivered a marketing strategy brief that outlined the project objectives, market, competition, and plan for achieving organizational goals through insight driven design. We designed the entire brand identity that included, naming the organization, Logo, the entire look and feel of the brand and designed all of the marketing materials. Website, Multi-lingual communications: quality standards, provider materials, parent materials, and celebration event materials.

Impact

BrightStars is positioned as the main source of information and referrals for child care in Rhode Island. Currently 70% of all licensed center-based programs and 86% of all licensed family child care, 45% of school-aged programs participate in BrightStars.

Translating Evidence into Impact: HousingWorks RI – Quality affordable homes for all

Challenge

As a new organization, HousingWorks RI needed to establish itself as a platform for highlighting the lack of affordable housing and motivating change across the state. Even though state law mandated that every city and town needed to have 10% affordable housing, there was very little understanding of actual compliance with this law. All previous efforts to focus on this issue had been on the local level. This issue needed to be elevated by this new, larger organization in order to achieve real change across the state. HousingWorks RI needed an identifiable brand and identity to serve as a recognizable platform for their mission. Communication needed to be focused on affordable housing as a serious problem that needed to be solved on the state level. The primary target audience included officials within state government

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who were being asked to fund additional affordable housing across the state. The secondary target audience included local officials who needed more awareness of the seriousness of this issue and their community's level of compliance with the law.

Solution

Working with more than 140 organizations focused on ensuring Rhode Islanders have quality affordable homes, especially for the states workforce. We delivered a marketing communications strategy that focused on raising the awareness of the seriousness of the issue. Raise state and local awareness of affordable housing compliance by demonstrating the compliance of EACH city and town with the law.

Initiate a bond campaign focused on generating state funding to build more affordable housing. We designed the entire brand identity, created a series of posters that depicted which of Rhode Island's 39 cities and towns a family could live in based upon three levels of household income (\$50K, \$75K, and \$100K). We developed the first ever fact book on affordable housing that provided housing statistics for each of Rhode Island's 39 cities and towns, as well as income and wage information. News briefs and website.

Impact

Making the evidence visual, simple, and personal we made our case for the need of affordable housing in Rhode Island. Thanks to the coalition's aggressive campaigning, the state legislature placed on the ballot a \$50 million bond referendum to fuel housing construction. This amount was ten times more than legislators had earmarked for affordable housing in any previous legislative session. On Election Day, November 7, 2006, a near-record majority (66%) of Rhode Island voters approved the bond.

HousingWorks RI has become the state's premiere source for accurate, timely, and easy to understand data on long-term affordable housing in Rhode Island.

References for Orange Square

Miriam Weizenbaum

Partner/Attorney
DeLuca + Weizenbaum
miriam@delucaandweizenbaum.com
401-453-150
Client for more than 5 years

We rebranded and repositioned DeLuca + Weizenbaum as a leader in advocating for the rights of individuals and families harmed by medical negligence and we are working with them on establishing the first-ever public interest law center in Rhode Island.

Lisa Hildebrand

Executive Director
BrightStars
lhildebrand@riaeyc.org

1501 Preble Avenue, 2nd Floor
Pittsburgh, PA 15233
412.325.2457
info@fourtheconomy.com



401-739-6100 X301

Client for more than 7 years

We created the strategy and entire brand identity from the ground up for BrightStars. Improving the overall quality care and education for young children in Rhode and allowing families greater access to quality child care and early learning programs.

Technical Advisory Panel

As we discussed this panel will be made up of national experts that are working in the intersection between industrial design and advanced manufacturing. They will serve STEAMengine by providing a global perspective of opportunities and trends in the field. Per your suggestion, we will invite a representative of Boothroyd and Dewhurst to participate.

Curriculum Development

To provide some additional clarity on the curriculum development task: As noted in the RFP "some higher education institutions offer longer-term educational options" in industrial design thinking, however there are limitations with these offers that "impede the ability of defense manufacturers to take advantage of the design process."

Therefore, the work involved will be to first catalog what courses are available for manufacturers and other stakeholders interested in understanding the various intersections of design and manufacturing. The cataloging process will also identify the availability and flexibility in delivery of the offers as related to the needs of defense manufacturers. We anticipate the course offerings will range from 1 hour talks to educational sessions that result in certificates or credentials available from local institutions.

Once we have an understanding of the available course and program offers, we will then identify what gaps exist and develop a prioritized plan for the development of additional curriculum and course offers that lead to certificates and certifications of completion. The plan will also recommend approaches for delivering of the educational content in the most flexible manner to meet the needs of defense manufacturers and employees. An RFP will be issued to secure the services of a curriculum developer(s) and preparation of training courses.

The consulting cost for the initial work is estimated at \$24,000. The majority of the budget in this section \$76,000 will be used for the curriculum development vendor(s).

Communications

While the communications function is defined in the RFP as Task 7, our proposal takes into account that strategic communications services will be included throughout the execution of all tasks. Developing a clear and concise message, reports and other information will be critical to generating interest and support of the effort.

First Steps

We discussed the need to quickly seek alignment with efforts that are underway including, but not limited to:

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info@fourtheconomy.com



- NUWC Technology Transfer efforts
- Commerce RI Science and Technology Advisory Council
- Governor's Workforce Board
- Rhode Map RI
- Defense Industry Partnership

TPMA Project Team

Kevin Price, Director of Workforce Development

Kevin brings over 12 years of senior level management and operations experience having worked in the private, non-profit and government sectors. He has extensive experience in leading and building innovative strategic collaborative efforts and partnerships among workforce, economic development, educational organizations, and the private sector.

He served as the Executive Director of a regional workforce area wherein he led the transition from JTPA to WIA, and established a regional service delivery system to effectively meet the needs of individuals and business.

He is experienced in board development and management, strategic planning, budget and fiscal management, policy and procedure development, organization and staff development, and marketing and public relations.

In his role as Executive Director, he oversaw the establishment and continuous improvement of all aspect of the workforce service delivery system, which included the Partners MOU, One-stop Career Centers, Youth Program services, Business Services, and training systems for individuals and business.

Prior Experience:

- **Executive Director, Chenango-Delaware-Otsego Workforce Investment Board in New York State, 2001-2011** – workforce board and staff management, budget and financial management, strategic planning, policy development, and marketing and public relations. Responsible for the transition of the three county employment and training systems into a regional delivery system; establishment and administration of the regional one-stop service delivery system, youth services, and business services; and development of innovative partnerships to effectively meet the short-term and long-term workforce and economic development needs of individuals and business.

Selected Projects:

- **Occupational Trends for Teachers and Educators** – Support the development and participated in the instruction of SUNY Oneonta approved graduate studies summer course for K-12 educators to teach and familiarize them with the local economy and occupations. Student participants were familiarized with the national and local labor market trends; local industry sectors and careers; career ladders and competency models; and attended business and industry presentations and tours. Participants were required to prepare a plan as to how they would integrate the course content into their class curriculum so as to strengthen the connection between school work and the world of work.
- **CDO STEM Leadership Council**- led the launch and creation in 2009 of a regional STEM leadership council. The focus of Council is to: develop the capacity of teachers to prepare area youth for STEM related careers; and to encourage students to pursue STEM related education and careers. The Council has held teacher and business STEM focused round-tables and educational sessions, and hosts summer educational programming- Go STEM institutes- for 6 and 7 grade students.
- **Tri-County Young Professionals Organizations** – initiated the creation and provided guidance for establishment of the Tri-County Young Professionals formed in 2007. TCYP was

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formed to help young professionals in Chenango, Delaware and Otsego counties of NYS network; and to develop lasting partnerships between members, local organizations, business and schools.

- **The Southern Tier of New York 13N Initiative (ST-WIRED)**- Participated and provided leadership for a NY Southern Tier partnership to improve the regional economic competitiveness through sector based approaches focused on talent attraction, development, and retention strategies. The council established a two-pronged strategy: Pipeline Development –school-to-work projects, job shadowing, tours, internships and special events to build career awareness for teachers and parents, and students; and Workforce Sector Needs – Create a pipeline of qualified workers to meet current and future needs of the advance manufacturing sector.

Education:

- **Master in Public Administration, Finance** Rockefeller College School of Public Affairs and Public Policy, University at Albany, State University of New York
- **Bachelor of Science, Secondary Education, Social Studies** State University of New York at Oneonta, Oneonta, NY

Tom West, Vice President of Economic Competitiveness

Tom West has an extensive background in economic, community and workforce strategic planning and implementation experience. As Executive Director of the Kentucky Workforce Investment Board, Tom's leadership helped create and implement a number of high profile initiatives designed to transform a collection of government programs into a dynamic system focused on meeting the demands of business and industry. Recently, the U.S. Department of Labor recognized this board as a model for other states.

Prior to joining the Education and Workforce Development Cabinet, Tom spent over 10 years as a community planning consultant serving communities of all sizes. Tom's clients have included local and regional economic development organizations, state agencies, associations, private developers, and local governments in Kentucky, Indiana, Ohio, New York, Nebraska, and Oregon.

Selected Project Experience

- **Oregon Department of Community Colleges and Workforce Development: State and Local Workforce Area Strategic Planning, OR, 2014 (Ongoing)** – Assisting with the development of strategic plans in each of Oregon's local areas as the state re-charters its Local Workforce Investment Boards.
- **Rhode Island Governor's Workforce Board: Employment and Training Plan, RI, 2014 (Ongoing)**
 - Preparing a Biennial Employment and Training Plan for the State of Rhode Island. The project team will collect and analyze data regarding the current and emerging workforce, identify key sectors for demand and growth, and recommend priorities and action steps for the next two fiscal years.
- **Indiana State University: Economic and Fiscal Impact Analysis, IN, 2014** – Analyzed the current economic and fiscal impact of the Hulman Center and analyzed the projected impact of a significant renovation and expansion of the Center and the creation of a Professional Sports and Convention Development Area, a special taxing district, to support the project.

- **Oregon Manufacturing Extension Partnership: Supply Chain Opportunities Study, OR, 2014 –**

Conducting a series of industry trends analyses and a statewide supply chain gaps study for seven regions throughout the state of Oregon. Final reports identified target industry clusters, supply leakage, and business development opportunities for the Oregon Manufacturing Extension Partnership.

- **Mid-Willamette Valley Council of Governments: Manufacturing Supply Chain Analysis, OR, 2014 –** Research and analysis of supply chain connections and gaps in the Mid-Willamette Valley (OR). Work includes a manufacturing profile of the region, supply leakage analysis, and facilitation of business interviews and focus groups to understand market trends and opportunities.
- **Magoffin County: Comprehensive Economic Development Plan, KY, 2014 –** Assisted in creating a Comprehensive Economic Development Plan for Magoffin County, Kentucky, assessing the county's economic development assets and challenges and analyzing data on target industries and the local labor market.
- **Tioga Downs Casino: Workforce Plan, NY, 2014 –** Completed a workforce and career pathways assessment for Tioga Downs Casino that analyzed labor availability, documented existing workforce development efforts, made recommendations for expansion of efforts, and ensured Tioga Downs understood the full breadth of workforce development issues required in a New York State gaming license application.
- **Indiana Career Council: Strategic Plan, IN, 2014 –** Developed a strategic plan for the Indiana Career Council. The plan aligns and coordinates the activities conducted by the state's education, job skills development, and career training system and to ensure that education and training provided by the system meets the existing and future needs of the state's employers.

Education

- **Master of Community Planning**, Economic Development, University of Cincinnati, Cincinnati, Ohio
- **Bachelor of Science Communications**, Eastern Kentucky University, Richmond, Kentucky

Nicole Dunn, Director of Research and Evaluation

Nicole Dunn has been with TPMA since 2011 and now serves as Director of Research and Evaluation. She specializes in turning data into intelligence through program evaluation, labor market and economic research, and stakeholder engagement. Key areas of expertise include qualitative program evaluation design and implementation, industry cluster and supply chain analysis, and sector strategy development. Over the last several years, Nicole has managed quasi-experimental and non-experimental evaluations of more than \$25 million in federal and foundation grants. She has worked across the country with community colleges, workforce boards, economic development organizations, and private companies in more than 15 states, from the Southeast to the Northeast, and the Midwest to the Pacific Northwest.

Selected Project Experience

- **SUNY Orange: Sector Strategy Facilitation and Planning, NY, 2014** – Completing a sector strategies roadmap for manufacturing in the Hudson Valley. Work includes a readiness self-assessment, facilitated sessions, and a plan to lay the foundation for regional cooperation and action.
- **Oregon Manufacturing Extension Partnership: Supply Chain Opportunities Study, OR, 2014** – Conducting a series of industry trends analyses and a statewide supply chain gaps study for seven regions throughout the state of Oregon. Final reports identified target industry clusters, supply leakage, and business development opportunities for the Oregon Manufacturing Extension Partnership.
- **Mid-Willamette Valley Council of Governments: Manufacturing Supply Chain Analysis, OR, 2014** – Research and analysis of supply chain connections and gaps in the Mid-Willamette Valley (OR). Work includes a manufacturing profile of the region, supply leakage analysis, and facilitation of business interviews and focus groups to understand market trends and opportunities.
- **Workforce Investment Board Mid-Ohio Valley: Strategic Plan, WV, 2013-2014** – A five-year workforce strategic plan was built upon the Workforce Assessment completed in October 2013. This plan is meant to identify more specifically the strategies and actions that will enable the region to capitalize on these opportunities.
- **City of Charles Town: Economic Development Plan, WV, 2013-2014** – Prepared an economic development strategic plan for Charles Town, WV, a city located in the Washington, D.C. Metropolitan Area. Included a quantitative labor market and demographic analysis, one-on-one interviews with City Council members and business leaders, and community forums.
- **City of Allentown: Reindustrialization Strategy, PA, 2013** – Developed a reindustrialization strategy for the Little Lehigh Creek Corridor in Allentown. Analyzed challenges and opportunities for workforce development with a focus on linking Center City residents to employment opportunities and strategies to support entrepreneurship and small business development.
- **ShaleNET: Career Guide for Occupations in Oil and Natural Gas, PA, 2013** – Created a Career Guide for occupations within the oil and natural gas industry. Completed an analysis to identify occupations necessary to staff the oil and natural gas industry, as well as their employment and wage levels, projected growth, and education and skill requirements.
- **St. Louis County Economic Council: Workforce Assessment, Chrysler Worker Impact Update, and Supply Leakage Study, MO, 2012-2013** – Executed a comprehensive workforce assessment for St. Louis County and the St. Louis MSA focusing on industry and occupation growth potential following the closure of a Chrysler plant. Provided an analysis of services provided to laid-off workers at the time of the plant closure and completed a supply leakage report analyzing motor vehicle and aerospace manufacturing industries in the region and their supply chains to identify industries that are ripe for business attraction.
- **Michigan Works! Kent & Allegan Counties: Strategic Plan for a Demand Driven**

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info@fourtheconomy.com



Workforce System, MI, 2012-2013 – Developed a strategic plan for Michigan Works! Kent and Allegan Counties focusing on demand-driven services and a strong Business Services Team to better assess business and industry needs. Focused on operational changes, resource allocation, and partnership development to ultimately lead to stronger economic conditions in the region.

- **Aiken-Edgefield Economic Development Partnership: Manufacturing Workforce Analysis, SC, 2012-2013** – Prepared a Manufacturing Workforce Analysis for Aiken County, South Carolina, and its bi-state labor shed. Evaluated the presence of a manufacturing workforce shortage, perceptions regarding manufacturing careers, and potential tools, programs, and strategies to prepare Aiken County's manufacturing workers for 21st Century jobs.

Education

- **Master of Public Affairs** Nonprofit Management School of Public and Environmental Affairs, Indiana University, Indianapolis, IN
- **Bachelor of Science** Public Affairs School of Public and Environmental Affairs, Indiana University, Indianapolis, IN

Fran Valentine, Senior Project Consultant

Fran is a Senior Project Consultant at TPMA. Fran has been a research resource for business consultants, site selectors, local economic development organizations, state agency staff and constituents using both primary and secondary sources. At the Indiana Economic Development Corporation (IEDC), Fran was responsible for the comprehensive CRM database and improvements, in addition to maintaining departmental research budgets and project management tasks.

At TPMA, Fran works with the Research and Analysis team to create successful strategies from a thorough understanding of the drivers of a community's workforce and economic conditions. Fran examines workforce requirements, supply relationships, economic impacts, and company targets for more than 1,100 industries across 3,000+ U.S. counties. Overall, Fran works to help clients create a talent development network for each cluster, examining workforce and supply relationships and linking employers with education, economic development, and workforce development partners.

Fran holds a Master of Library Science and a Bachelor of Art in Art History/Museum Studies from Indiana University-Purdue University Indianapolis, Indiana.

Sara Tracey, Project Consultant

Sara Tracey is a Project Consultant. She specializes in grant writing, project planning, curriculum design, and research. Sara comes to TPMA with extensive editorial skills and almost a decade of experience in higher education. Her current clients include community colleges, state-wide education consortiums, and workforce development organizations. She has clients in Rhode Island, Missouri, Ohio, and West Virginia.

Selected Project Experience

- **Rhode Island Governor's Workforce Board: Employment and Training Plan, RI, 2014**

(Ongoing)

– Preparing a Biennial Employment and Training Plan for the State of Rhode Island. The project team will collect and analyze data regarding the current and emerging workforce, identify key sectors for demand and growth, and recommend priorities and action steps for the next two fiscal years.

- **West Virginia Council of Community and Technical Colleges: First In The World Grantwriting, WV, 2014** – TPMA provided grant writing services to narrate and describe the strong critical framework upon which to implement WVCTCS's co-requisite education program across the state in order to increase students' completion rates.
- **Three Rivers College: First In The World Grantwriting, MO, 2014** – Provided grant writing services to develop and describe a strong critical framework and evaluation plan to mobilize Three Rivers College's intrusive advising and mentorship program, which draws on Chickering's Seven Vectors of Student Development.
- **West Central Job Partnership: Executive Outsourcing, PA-OH, 2012-2015** – Partnering with West Central Job Partnership (OH-PENN) to address several issues in the region regarding the manufacturing workforce through solutions such as Career Pathways, Employer Engagement, Manufacturing Advanced Sustainability, Outreach and Marketing, Pipeline Development, and Work Based Learning.
- **Oh-Penn Manufacturing Collaborative: Executive Outsourcing, OH-PA, 2013-2015** – Working with Oh-Penn Manufacturing Collaborative to address a current gap at the entry level of the manufacturing career pathway.
- **Mahoning Valley Manufacturers Coalition: Executive Outsourcing, OH-PA, 2011-Present** –
Serve as the executive outsourced staff for MVMC, engaging community leaders and other stakeholders, increasing awareness of manufacturing skill shortages. Created a fund development plan to attract initial investments for the Coalition and assisted with sustainability strategies.

Education

- **Master of Fine Arts** in Poetry North East Ohio Master of Fine Arts Program
- **Bachelor of Arts** in English Department of English, The University of Akron, Akron, OH

EXHIBIT D

**RESOLUTION OF THE BOARD OF DIRECTORS OF
THE RHODE ISLAND COMMERCE CORPORATION**

November 17, 2014

**(With Respect to a General Consulting Agreement for the Management and
Execution of the Specific Task under the \$1,575,000.00 Grant to the Rhode Island
Commerce Corporation from the U.S. Department of Defense –
Office of Economic Adjustment)**

WHEREAS, the Board of Directors has received information and a presentation regarding the retention of a consultant to manage the \$1,575,000.00 grant from the U.S. Department of Defense – Office of Economic Adjustment (the "Grant").

WHEREAS, the Rhode Island Commerce Corporation (the "Corporation") wishes to retain Fourth Economy to provide such project management and related services in connection with the Grant.

NOW, THEREFORE, be it resolved by the Corporation as follows:

Section 1: Any two of the Chairman, Vice Chairman, Executive Director, Chief of Staff, Chief Financial Officer and/or Director of Financial Services, acting in concert, shall have the authority to negotiate and execute any and all documents necessary to retain Fourth Economy to provide the Corporation with project management and related services to carry out the Grant.

Section 2: This Resolution shall take effect immediately upon passage by the Corporation's Board of Directors.

EXHIBIT E



Commerce RI
Renewable Energy Fund

RI Renewable Energy Fund

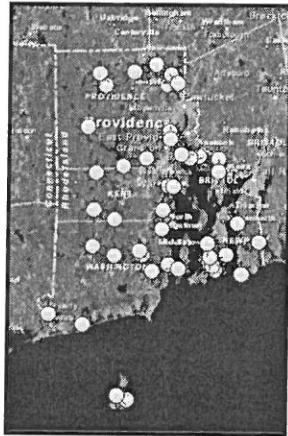
Small-Scale Funding 2014 Block III

Summary of Applications

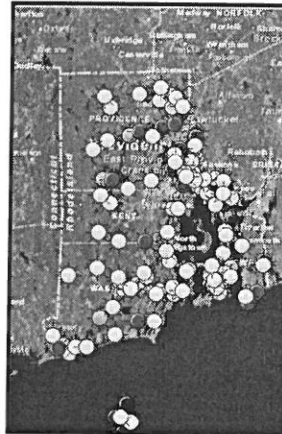
	Grant Amount	Total Project Cost	Grant as % of total cost	System Size (kw)	Number of Projects
SunWatt Solar, LLC	\$13,875	\$41,400	34%	11.1	2
Entech Engineering	\$11,475	\$74,776	15%	9.18	2
US SolarWorks, LLC	\$12,650	\$52,130	24%	6.12	2
RGS Energy	\$157,688	\$616,385	25%	150.7	20
Sol Power	\$19,800	\$64,260	31%	15.84	3
Newport Solar	\$131,844	\$516,443	26%	117.15	18
Total	\$366,144	\$1,467,810	25%	324.600	47

Map of Projects

Round 3



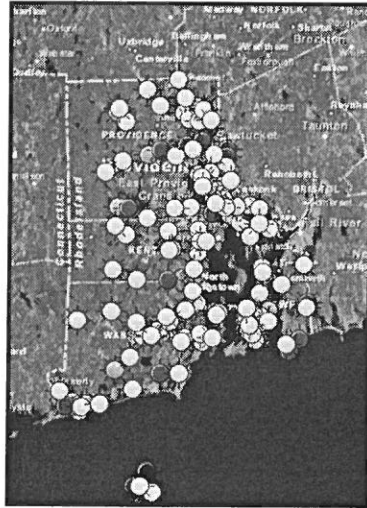
Round 1-3



Small-Scale Program Summary

Funding Block	kW	REF Grant	Total Cost
Block 1	137.77	\$192,527	\$640,097
Block 2	291.16	\$339,874	\$1,294,254
Current Block	324.600	\$366,144	\$1,467,810
Total	753.53	\$898,545	\$3,402,161

2014 REF Projects



Program Totals

Program	kW	REF Grant	Total Cost
Small-Scale Solar	753.53	\$898,545	\$3,402,161
Commercial	2,002.45	\$2,179,009	\$6,460,753
Total	2,775.98	\$3,077,554	\$9,862,914

Funds Remaining

Committed to Projects in CY 2014	\$3,077,554
Commitment to Slater Energy Fund	\$3,000,000.00
Remaining Available REF Funds	\$6,709,819



Hannah Morini
401.278.9135

hmorini@commerceri.com

<http://www.commerceri.com/finance/REF.php>



**Rhode Island Renewable Energy Development Fund
RI Commerce Corporation
2014 Small-Scale Solar Program
Round 3 – Application Summaries**

Applicant 6-132: SunWatt Solar, LLC

98 Dupont Drive
Providence, RI 02907
(401) 714-9381
megawattnrg.com

Contact: Peter Hughes

Grant Request: \$13,875

Purpose: The design and installation of a total of 11.1kW of Solar Photovoltaic on 2 residential properties.

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$13,875.00	34%
Customer Equity - 2 customers	\$27,525.00	66%
Total:	\$41,400.00	100%
Dollar per Watt:		
RI Renewable Energy Fund	\$13,875.00	\$1.25
Customer Equity - 2 customers	\$27,525.00	\$2.48
Total:	\$41,400.00	\$3.73
Uses:		
Installation of a total of 11.1kW of Solar PV on 2 RI homes		

Application Summary:

SunWatt Solar, LLC is a new solar installation company in the state of Rhode Island. SunWatt Solar is a sister company to MegaWatt Energy Solutions, LLC a commercial solar PV installer. MegaWatt Energy Solutions, LLC's customers have been recipients of the Renewable Energy Fund in the past securing two projects in the first round of the 2014 commercial grant program for \$435,350.00. With the approval of this grant SunWatt LLC will be able to market themselves as a past participant of the small-scale solar grant program.

SunWatt, LLC will make the Rhode Island solar industry more competitive by giving customers another option for solar projects.

Small-Scale Solar Application Checklist and Sign-off
Solar Photovoltaic Projects
BLOCK 3 - 2014

Company/Entity:		SunWatt Solar, LLC	
Address:		98 Dupont Drive, Providence, RI 02907	
Contact name:		Peter Hughes	
# projects in group contract:		2	
total kW applied for:		11.1	
total requested incentive:		\$13,875.00	
Total Project Cost		\$41,400.00	
Non-REF Funded		\$27,525.00	
Additional Requirements: Solar photovoltaic			
Applicant name	kW	requested grant	eligible grant \$
K. Morton	6.6	\$ 8,250.00	\$ 8,250.00
W. Mahla	4.5	\$ 5,625.00	\$ 5,625.00
			\$ 41,400.00
Notes:			

Photo - Southern Exposure	Aerial image	Layout drawing	Electricity bill	ROI/ simple payback	Signed Turnkey Contract	Total Project Cost	Shade Analysis (photos and summary sheet)	Shade Analysis 80% unshaded	Manufacturer specs of panels	Manufacturer specs of inverter	One-line electric drawing
YES	YES	YES	YES	YES	YES	\$ 23,400.00	YES	YES	YES	YES	YES
YES	YES	YES	YES	YES	YES	\$ 18,000.00	YES	YES	YES	YES	YES
YES	YES	YES	YES	YES	YES	\$ 41,400.00	YES	YES	YES	YES	YES

Meets all requirements and is eligible for funding.

YES

Recommended for approval by REF Staff:

YES

Renewable Energy Program Manager Signature

[Signature]

Date: November 5, 2014



Applicant 6-133: Entech Engineering, Inc

P.O. Box 871
Block Island, RI 02807
(401) 466-8978
www.entech-engineering.com

Contact: Christopher Warfel

Grant Request: \$11,475

Purpose: The design and installation of a total of 9.18kW of solar photovoltaic systems on 2 residential properties.

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$11,475.00	15%
Customer Equity – 2 customers	\$63,301.00	85%
Total:	\$74,776.00	100%
Dollar per watt:		
RI Renewable Energy Fund	\$11,475.00	\$1.25
Customer Equity - 2 customer	\$63,301.00	\$6.90
Total:	\$21,327.00	\$8.15
Uses:		
Installation of a total of 9.18 kW of Solar PV on 2 Rhode island homes.		

Application Summary:

Entech Engineering, a turnkey solar integrator specializing in residential grid-tied solar photovoltaic installations and solar domestic hot water systems, proposes to provide and install 2 systems on 2 residential properties on Block Island. Entech Engineering founded in 1997 discovered a need for solar services on Block Island, where electricity is normally produced from diesel generators where petroleum fuel has to be transported over the ferry. This REF award brings solar prices on Block Island to more competitive levels, creating more business for Entech Engineering.

Small-Scale Solar Application Checklist and Sign-off
Solar Photovoltaic Projects
BLOCK 3 - 2014

Company/Entity:		Entech Engineering	
Address:		PO Box 871	
Contact name:		Block Island	
# projects in group contract		2	
total kW applied for		9.18	
total requested incentive:		\$11,475.00	
Total Project Cost		\$ 74,775.99	
Non-REF Funded		\$ 63,300.99	

Additional Requirements: Solar photovoltaic

Applicant name	kW	requested grant	eligible grant \$	Total Project Cost	Signed Turnkey Contract	ROI/ simple payback	Electricity bill	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	TSRF 80% unshaded panels	Manufacturer specs of panels	Manufacturer specs of inverter	One-line electric drawing
Arkley King	6.12	\$ 7,650.00	\$ 7,650.00	\$ 49,250.40	Yes - but dates 2/1/14	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Lynn Temple	3.06	\$ 3,825.00	\$ 3,825.00	\$ 25,525.59	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
				\$ 74,775.99											

Notes:

Meets all requirements and is eligible for funding. YES

Recommended for approval by REF Staff: YES

Renewable Energy Program Manager Signature



Date: November 12, 2014



Applicant 6-134: US SolarWorks LLC

7 North Main St.
Attleboro, MA 02703
(508) 226-8001
www.USSolarWorks.com

Contact: Pete Fine

Grant Request: \$12,650

Purpose: To design and install a total of 6.12kW of Solar Photovoltaic and design and install 1 Solar Hot Domestic Hot water system at Verve, Inc. in Providence...

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$ 12,650.00	24%
Customer Equity - 2 customers	\$ 39,480.00	76%
Total:	\$ 52,130.00	100%
Dollar per Watt:		
RI Renewable Energy Fund	\$ 7,650.00	\$1.25
Customer Equity – PV	\$ 24,480.00	\$4.00
Total:	\$ 32,130.00	\$5.25
Uses:		
Installation of a total of 6.12kW of Solar PV Solar Hot Domestic Hot water installation on 1 Rhode Island business.		

Application Summary:

Both of US SolarWorks projects are for the company Verve Inc, based out of Providence. The installation of both solar PV and solar hot water will allow Verve, Inc. to control their energy cost for the foreseeable future.

US Solarworks is based in Massachusetts but is looking to expand and grow their business in the State of Rhode Island. Since 2013 US SolarWorks has received grants for 6 projects from the REF. These new projects will create jobs for the licensed Rhode Island General Contractors and Electricians hired to work on these projects. US SolarWorks is an Engineer, Procure, and Construct (EPC) firm, specializing in Solar Photovoltaic and Solar Thermal installations.

Small-Scale Solar Application Checklist and Sign-off
Solar Photovoltaic Projects
BLOCK 3 - 2014

Company/Entity: **US SolarWorks**
Address: **7 North Main Street, Attleboro, MA 02703**
Contact name: **Peter Fine**
projects in group contract: **2**
total kW applied for: **6.12**
total requested incentive: **\$12,650.00**
Total Project Cost: **\$ 52,130.00**
Non-REF Funded: **\$ 39,480.00**

Additional Requirements: Solar photovoltaic

Applicant name	kW	requested grant	eligible grant \$	Total Project Cost	Signed Turnkey Contract	ROI/ simple payback	Electricity bill/ Service Request	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	Shade Analysis 80% unshaded	Manufacturer specs of panels	Manufacturer specs of inverter	One-line electric drawing
Verve PV	6.12	\$ 7,650.00	\$ 7,650.00	\$ 32,130.00	YES	YES	YES	YES	YES		YES	YES	YES	YES	YES

Notes:

Meets all requirements and is eligible for funding.

Recommended for approval by REF Staff:

Renewable Energy Program Manager Signature

Date: November 5, 2014

Small-Scale Solar Application Requirements Checklist
Solar Domestic Hot Water Projects
BLOCK 3 2014

Company/Entity: US SolarWorks
Address: 7 North Main Street
Contact name: Peter Fine
projects in group: 2
contract: Yes
W9 Attached: Yes

Additional Requirements: Solar Domestic Hot Water

Applicant name	total contract price	eligible grant \$	Signed Turnkey Contract	ROI/ simple payback	Electricity/ fuel bill	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	Shade Analysis 80% unshaded	Manufacturer specs of collectors	Manufacturer specs of tank	cross-section drawing of roof
Verve	\$20,000.00	\$5,000.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES

Notes:

Meets all requirements and is eligible for funding.

Recommended for approval by REF Staff:

Renewable Energy Program Manager Signature

Date: November 5, 2014



Applicant 6-135: Alteris Renewables
d/b/a RGS Energy
 1007 Waterman Ave.
 East Providence, RI 02914
 (720) 360-1217
www.rgsenergy.com

Contact: Megan Roquemore

Grant Request: \$157,688

Purpose: To design and install a total of 150.7kW of Solar Photovoltaic on 20 residential properties.

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$157,688.00	25%
Customer Equity - 20 customers	\$458,697.00	75%
Total:	\$616,385.00	100%
Dollar per Watt:		
RI Renewable Energy Fund	\$157,688.00	\$1.05
Customer Equity - 20 customers	\$458,697.00	\$3.04
Total:	\$616,385.00	\$4.09
Uses:		
Installation of a total of 150.7kW of Solar PV on 20 RI homes		

Application Summary:

RGS Energy, a turnkey solar integrator specializing in residential grid-tied solar photovoltaic installations, proposes to provide and install 20 systems on 20 residential properties in Rhode Island. RGS Energy has been located and operating in Rhode Island for many years, formerly as Alteris Renewables and as SolarWrights and Solar Works prior to those mergers. RGS Energy will subsidize each of their customer's turnkey contract prices by up to \$1.25 per watt with the approval of this REF award. By contracting directly with RGS Energy, Commerce RI is able to ensure that this company has a robust pipeline from which to continue maintaining a major regional presence in Rhode Island. RGS is currently the selected installer for Solarize North Smithfield, they are applying for 1 Solarize project apart of this round.

Small-Scale Solar Application Checklist and Sign-off
BLOCK 3 - 2014

Company/Entity: RGS Energy
Address: 1007 Waterman Ave, East Providence, RI
City: East Providence
State: RI
Zip: 02914
Contact Name: Megan Roquemore
Phone: 401-438-7100
Fax: 401-438-7100
projects in group contract: 20
total kW applied for: 130.7
total requested incentive: \$157,688.00
Total Project Cost: \$636,385.24
Non-REF Funded: \$478,697.74

Additional Requirements: Solar photovoltaic

Applicant name	kW	requested grant	eligible grant \$	Total Project Cost	Signed Turnkey Contract	Minimum 3 year workmanship warranty	ROI/ simple payback	Electricity bill	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	Shade 80% TSRF	Manufac tuner specs of panels	Manufactur er specs of inverter	One-line electric drawing
Carol Anderson	3.575	\$ 4,468.75	\$ 4,468.75	\$ 16,251.75	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Maria C. Anepmeier	5.5	\$ 6,875.00	\$ 6,875.00	\$ 23,135.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Peter Arpin Claypool drive	6.05	\$ 7,562.50	\$ 7,562.50	\$ 25,175.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Peter Arpin beach park ave	3.85	\$ 4,812.50	\$ 4,812.50	\$ 13,775.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
George T. Banner	12.1	\$ 10,000.00	\$ 10,000.00	\$ 44,807.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Arthur Bennett	15.675	\$ 10,000.00	\$ 10,000.00	\$ 56,932.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
James Booth	8.25	\$ 10,000.00	\$ 10,000.00	\$ 34,824.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Michael Bynum	3.025	\$ 3,781.25	\$ 3,781.25	\$ 13,184.25	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Hollie Galloway	8.8	\$ 10,000.00	\$ 10,000.00	\$ 41,482.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Robert R Girard	4.95	\$ 6,187.50	\$ 6,187.50	\$ 19,852.30	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
David Grande	4.95	\$ 6,187.50	\$ 6,187.50	\$ 23,614.54	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Maurice Klein	6.6	\$ 8,250.00	\$ 8,250.00	\$ 28,250.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Christine Lafontaine	13.2	\$ 10,000.00	\$ 10,000.00	\$ 56,223.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Ben Luk	8.525	\$ 10,000.00	\$ 10,000.00	\$ 29,688.36	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Richard Malor(NS*)	9.35	\$ 10,000.00	\$ 10,000.00	\$ 38,125.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Virginia Obrien	4.95	\$ 6,187.50	\$ 6,187.50	\$ 19,126.58	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Jill Ripa	7.7	\$ 9,625.50	\$ 9,625.50	\$ 30,253.51	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Joshua J Roy	12.56	\$ 10,000.00	\$ 10,000.00	\$ 50,956.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Dana Ryan	7.15	\$ 8,937.50	\$ 8,937.50	\$ 30,507.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
William Seipple	3.85	\$ 4,812.50	\$ 4,812.50	\$ 16,182.15	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Total	150.61	\$ 157,687.50	\$ 157,688.00	\$ 616,385.24												

Notes:

Meets all requirements and is eligible for funding.

Recommended for approval by REF Staff:

Renewable Energy Program Manager Signature

Date: November 12, 2014



Applicant 6-136: Sol Power, LLC
 6 Messer St. #9
 Providence, RI 02909
 (401) 680-0765
www.solpowersolar.com

Contact: Eric Beecher

Grant Request: \$19,800

Purpose: The design and installation of a total of 15.84kW of Solar Photovoltaic on 3 residential properties.

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$19,800.00	31 %
Customer Equity - 3 customers	\$44,460.00	69%
Total:	\$64,260.00	100%
Dollar per Watt:		
RI Renewable Energy Fund	\$19,800.00	\$1.25
Customer Equity - 3 customers	\$44,460.00	\$2.81
Total:	\$64,260.00	\$4.06
Uses:		
Installation of a total of 15.68 kW of Solar PV on 3 RI homes		

Application Summary:

Sol Power, LLC is an employee owned solar installation workers' cooperative that sells, designs, installs, and manages solar photovoltaic and solar thermal systems. Sol Power's goal is to form an employee owned and democratically run company in which the employees are also equal owners in the business. Through this REF award, Sol Power will be able to subsidize each customer's turnkey contract prices by up to 1.25 per watt. By contracting directly with Sol Power LLC, Commerce RI is able to ensure that this Rhode Island company has a robust pipeline from which to continue growing in scale and profitability.

Sol Power entered into the Rhode Island solar industry last year. An REF award enabled Sol Power to complete three projects. This year Sol Power has been awarded four projects and another 3 three will allow Sol Power to continue its growth in the Rhode Island Solar Market.

Small-Scale Solar Application Checklist and Sign-off
Solar Photovoltaic Projects
BLOCK 3 - 2014

Company/Entity:	Sol Power, LLC
Address:	6 Messer St. #9, Providence, RI 02909
Contact name:	Eric Beecher
# projects in group contract	3
total kW applied for	15.84
total requested incentive:	\$19,800.00
Total Project Cost	\$64,260.00
Non-REF Funded	\$44,460.00

Additional Requirements: Solar photovoltaic

Applicant name	kW	requested grant	eligible grant \$	Total Project Cost	Signed Turnkey Contract	Minimum 3 year workmanship warranty	ROI/ simple payback	Electricity bill	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	Shade 80% TSRE	Manufacturer specs of panels	Manufacturer specs of inverter	One-line electric drawing
Rob Monnas	6.05	\$ 7,562.50	\$ 7,562.50	\$ 24,572.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Hoshalah Barczynski	3.19	\$ 3,987.50	\$ 3,987.50	\$ 13,197.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Andrew Lefebvre	6.6	\$ 8,250.00	\$ 8,250.00	\$ 26,490.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Total=	15.84	\$ 19,800.00	\$ 19,800.00	\$ 64,260.00												

Notes:

Meets all requirements and is eligible for funding.

YES

Recommended for approval by REF Staff:

YES

Renewable Energy Program Manager Signature

Handwritten Signature

Date: November 5, 2014



Applicant 6-137: Newport Solar
14 Vernon Ave
Newport, RI 02840
(401) 787-5682
www.newportsolarri.com

Contact: Doug Sabetti

Grant Request: \$131,844

Purpose: To design and install a total of 117.150kW of Solar Photovoltaic on 18 residential properties.

Sources and Uses:

Sources:		
RI Renewable Energy Fund	\$131,844	26%
Customer Equity -18 customers	\$384,599	74%
Total:	\$516,443	100%
Dollar per Watt:		
RI Renewable Energy Fund	\$131,844	\$1.13
Customer Equity -18 customers	\$384,599	\$3.28
Total	\$516,443	\$4.41
Uses:		
Installation of a total of 117.150kW of Solar PV on 18 RI homes.		

Application Summary:

Newport Solar will subsidize each of their customers' turnkey contract prices by up to \$1.25 per watt with the approval of this REF award. By contracting directly with Newport Solar, Commerce RI is able to ensure that this Rhode Island company has a robust pipeline from which to continue growing in scale and profitability. The use of these funds to install solar electric systems will significantly reduce or eliminate monthly utility bills for Newport Solar's 18 customers and employ four people. Mr. Sabetti, owner of Newport Solar, applied to the REF grant program in 2013. In his own words he found the program helped to develop his business "This program has helped me grow my business and has allowed me to expand my employment to enthusiastic individuals who otherwise may have had to move out of state to pursue a career in the solar industry". With the REF award Newport Solar will be able to continue to grow its business in Rhode Island.

Small-Scale Solar Application Checklist and Sign-off
Solar Photovoltaic Projects
BLOCK 3 - 2014

Company/Entity:	Newport Solar
Address:	14 Vernon Ave. Newport, RI 02840
Contact name:	Paul Sabetti
# projects in group contract:	20
Total kW applied for:	148.5
Total requested incentive:	\$168,968.75
Total eligible incentive:	\$ 131,844.00
Total Project Cost:	\$ 516,443.00
Non-REF Funded:	\$ 384,598.00

Additional Requirements: Solar photovoltaic

Applicant name	kW	requested grant	eligible grant \$	Total Project Cost	Signed Turnkey Contract	Minimum 3 year workmanship warranty	ROI/ simple payback	Electricity bill	Layout drawing	Aerial image	Photo - Southern Exposure	Shade Analysis (photos and summary sheet)	Shade analysis 80% TSgt	Manufacturer specs of inverters	Manufacturer specs of solar panels	One-line electric diagram	little completion
Katherine Merriman	2.2	\$ 2,750.00	\$ 2,750.00	\$ 9,240.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Walter Munroe	3.025	\$ 3,781.50	\$ 3,781.50	\$ 12,705.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Thomas Kowalczyk	5.25	\$ 6,875.25	\$ 6,875.25	\$ 24,475.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Frederick Godley	1.2	\$ 6,331.50	\$ 6,331.50	\$ 21,945.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
David Peterson	4.95	\$ 10,000.00	\$ 10,000.00	\$ 59,343.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Edmund Dalo	3.575	\$ 4,468.00	\$ 4,468.00	\$ 19,253.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Kevin Bickelstaff	8.25	\$ 10,000.00	\$ 10,000.00	\$ 36,712.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Alan Hardam	9.025	\$ 10,000.00	\$ 10,000.00	\$ 36,300.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Rondeau	4.95	\$ 6,187.50	\$ 6,187.50	\$ 22,027.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
John Brooks	11.275	\$ 10,000.00	\$ 10,000.00	\$ 47,355.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Patricia DeWardner	5.5	\$ 6,875.00	\$ 6,875.00	\$ 30,725.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Andrew Goodale	4.95	\$ 6,187.75	\$ 6,187.75	\$ 20,687.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Brian Macfarland	7.7	\$ 9,625.00	\$ 9,625.00	\$ 33,110.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Amita Rodman	9.625	\$ 10,000.00	\$ 10,000.00	\$ 44,862.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Leland Jones	9.35	\$ 10,000.00	\$ 10,000.00	\$ 41,892.50	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Alex Ellerman	4.4	\$ 5,500.00	\$ 5,500.00	\$ 18,930.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Jacob Sosnowski	5.5	\$ 6,875.00	\$ 6,875.00	\$ 24,475.00	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Total	117.15	\$ 131,844.00	\$ 131,844.00	\$ 516,443.00													

Meets all requirements and is eligible for funding.

Recommended for approval by REF Staff:

Renewable Energy Program Manager Signature

Handwritten Signature

Date: November 12, 2014

EXHIBIT F

**RESOLUTION OF THE BOARD OF DIRECTORS OF
THE RHODE ISLAND COMMERCE CORPORATION**

November 17, 2014

(With Respect to Renewable Energy Fund Matters)

WHEREAS, the Board of Directors has received information and a presentation regarding the following Renewable Energy Fund Small-Scale Funding Program Applications at its meeting held on November 17, 2014.

The request of SunWatt Solar, LLC, for a grant from the Renewable Energy Fund in the amount of \$13,875.00 in connection with a 11.10 kW Solar Photovoltaic Project;

The request of Entech Engineering, Inc., for a grant from the Renewable Energy Fund in the amount of \$11,475.00 in connection with a 9.18 kW Solar Photovoltaic Project;

The request of US SolarWorks, LLC, for a grant from the Renewable Energy Fund in the amount of \$12,650.00 in connection with a 6.12 kW Solar Photovoltaic Project;

The request of Alteris Renewables, Inc. d/b/a RGS Energy, for a grant from the Renewable Energy Fund in the amount of \$157,688.00 in connection with a 150.70 kW Solar Photovoltaic Project;

The request of Sol Power, LLC, for a grant from the Renewable Energy Fund in the amount of \$19,800.00 in connection with a 15.84 kW Solar Photovoltaic Project; and

The request of Sabetti Construction, Inc. d/b/a Newport Solar, for a grant from the Renewable Energy Fund in the amount of \$131,844.00 in connection with a 117.15 kW Solar Photovoltaic Project.

NOW, THEREFORE, be it resolved by the Corporation as follows:

Section 1: The Corporation approves a Renewable Energy Fund grant award to SunWatt Solar, LLC, in the amount of \$13,875.00.

Section 2: The Corporation approves a Renewable Energy Fund grant award to Entech Engineering, Inc., in the amount of \$11,475.00.

Section 3: The Corporation approves a Renewable Energy Fund grant award to US SolarWorks, LLC, in the amount of \$12,650.00.

Section 4: The Corporation approves a Renewable Energy Fund grant award to Alteris Renewables, Inc. d/b/a RGS Energy, in the amount of \$157,688.00.

Section 5: The Corporation approves a Renewable Energy Fund grant award to Sol Power, LLC, in the amount of \$19,800.00.

Section 6: The Corporation approves a Renewable Energy Fund grant award to Sabetti Construction, Inc. d/b/a Newport Solar, in the amount of \$131,844.00.

Section 7: Any two of the Chairman, Vice Chairman, Executive Director, Chief of Staff, Chief Financial Officer and/or Director of Financial Services, acting in concert, shall have the authority to execute any and all documents in connection with the transactions authorized herein.

Section 8: This Resolution shall take effect immediately upon passage by the Corporation's Board of Directors.

EXHIBIT G

Volvo Ocean Race Newport Stopover RFP for Security Planning, Management and Coordination

Overview:

Sail Newport, the Rhode Island Commerce Corporation (Commerce RI), the Rhode Island Department of Environmental Management (DEM) and the Rhode Island Department of Administration (DOA) will be undertaking the various operational activities required to ensure a safe and successful event for both participants and spectators.

The planning, management and implementation of safety and security for a major special event such as VOR Newport Stopover requires planning and coordination between federal, state, and municipal law enforcement agencies and private security firms. An event of this kind may include a variety of VIPs, political figures and may also be a potential target for terrorists, criminals and protestors.

Timeline:

- RFP posted to Commerce RI and Purchasing website on July 25, 2014
- Questions to Commerce RI by July 30, 2014
- Questions and answers were posted on Commerce RI and Purchasing websites on August 1, 2014
- Pre-bid conference on August 8, 2014, at the offices of SailNewport including a tour of the site with six companies attending
- Six companies submitted proposals by the deadline of August 22, 2014
- Copies of submissions were reviewed in depth by Commerce RI, SailNewport, Department of Environmental Management (DEM) and Rhode Island State Police (individually and as a group)
- The six companies' proposals were rated using the following: experience, team resumes, response to RFP, recommendations to improve safety of event and manage costs, references, and total cost
- Six companies were narrowed to three
- Three companies were interviewed in person or via conference call by representatives from Commerce RI, SailNewport, DEM and state police
- Three companies were asked to resubmit a revised proposal based on a revised scope of work by October 31, 2014
- A final meeting was held to review the revised proposals
- Comments were submitted to Commerce RI by November 6, 2014
- **On November 7, 2014, Good Harbor Techmark** was chosen unanimously by the group to create the safety and security plan
- **Proposal amount:** \$69,960 for work from December 1, 2014 to May 30, 2015

EXHIBIT H

**RESOLUTION OF THE BOARD OF DIRECTORS OF
THE RHODE ISLAND COMMERCE CORPORATION**

November 17, 2014

**(With Respect to a Security Planning Consulting Agreement
in connection with the Volvo Ocean Race)**

WHEREAS, the Board of Directors has received information and a presentation regarding a security planning consulting agreement in connection with the Volvo Ocean Race.

WHEREAS, the Rhode Island Commerce Corporation (the "Corporation") wishes to retain Good Harbor Techmark to provide such security planning services in connection with the Volvo Ocean Race.

NOW, THEREFORE, be it resolved by the Corporation as follows:

Section 1 Any two of the Chairman, Vice Chairman, Executive Director, Chief of Staff, Chief Financial Officer and/or Director of Financial Services, acting in concert, shall have the authority to negotiate and execute any and all documents necessary to enter into a security planning consulting agreement with Good Harbor Techmark in an amount not to exceed \$69,960.00.

Section 2: This Resolution shall take effect immediately upon passage by the Corporation's Board of Directors.

EXHIBIT I

Commerce RI | Communications & Marketing Strategy 2014

AGENCY OVERVIEW

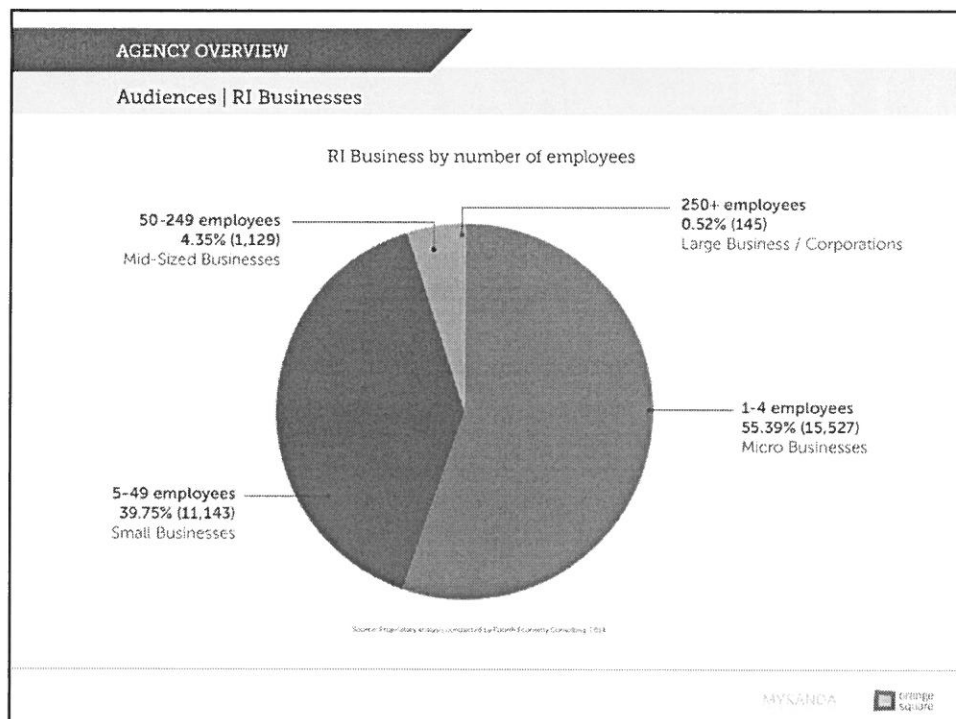
Commerce RI Offerings | Big Role, Everyday Tactics

As the only state agency solely dedicated to the economic development of the state of Rhode Island, Commerce RI has a big role. To accomplish this, the agency takes a high level strategic view of the state as a whole; its partners as assets; and current trends and future issues as the constant barometer. Trickle within this eagle's view is a vast array of tactical and programmatic pieces the agency administers and leads.

AGENCY OVERVIEW		
Audiences Multiple, Broad		
Audience	Defined	# in RI
Micro Businesses	All 1-4 employees. Those who refer to themselves as solopreneurs, independent consultants, craftsmen, freelancers, and self-employed. Often also businesses, 1099, not incorporated.	15,527
Small Businesses	5-49 employees, incorporated.	11,143
Mid-Sized Businesses	50-249 employees, incorporated.	1,129
Large Businesses / Corporations	Over 250 employees, incorporated.	145
Nonprofit Community	Not-for-profit organizations with all 501(c) designations. In addition to public charities and foundations, this number includes condominium associations, religious groups, sports teams, and other civic organizations.	6,152 Nonprofits registered with Sec. Of State
Academic / Health Community	Not-for-profit higher education and nonprofits for profit health institutions who have a large footprint in terms of employees, real estate and impact on RI's economy. Often contributing to the talent pool and a resource for R&D/innovation.	12 colleges / universities 17 Hospitals
Government agencies / Elected officials	Local, state and federal government agencies. Local, state and federal elected officials.	300+
Citizens of RI	All inhabitants in Rhode Island	1,050,545
Leisure consumer / Tourists	Those seeking to gain entry from every day life, relax and be entertained, explore new areas, learn about the culture, and ultimately experience Rhode Island.	Unlimited potential 1.5 million visitors to visit annually 50,000 direct inquiry annually
Industry Leaders	Trade associations, Chambers of Commerce, and other like entities that represent particular industry interests.	Multiple
Partner Organizations	The entities that contribute to implementing economic development programs and initiatives.	Multiple

1 Organization for Economic Cooperation and Development 2 Small Business Administration 3 Rhode Island Foundation





MYKANDIA orange square




AGENCY OVERVIEW

Needs | Serviced

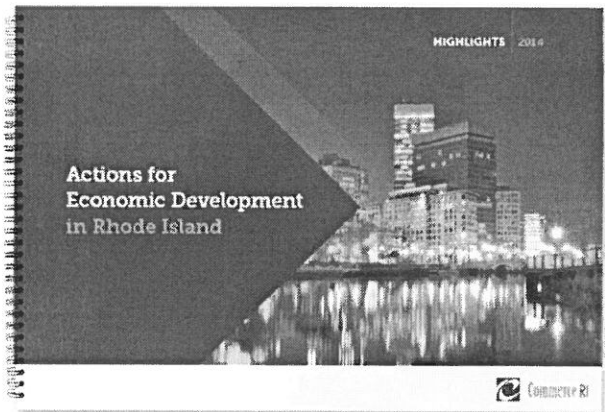
Based on incoming calls to Commerce RI, a general assessment of the kinds of business needs fall into these categories:

Financing	Technical Assistance	Networking	General Incentive
			
Can you help me get funding to grow my business / connect me with a bank?	I need help with business planning, marketing, etc.	I'm trying to do this, who should I talk to?	I'm trying to grow my business, do you have tax/incentive programs?

MYRANDA 

ANALYSIS


New Plan | Fresh Direction



HIGHLIGHTS 2014

Actions for Economic Development in Rhode Island

Commerce RI

MYRANDA 


ANALYSIS

New Plan | Fresh Direction

Oceanographic opportunities

Design is leading the revolution

Manufacturing is in our DNA

MYKANDA 

STRATEGY


Values

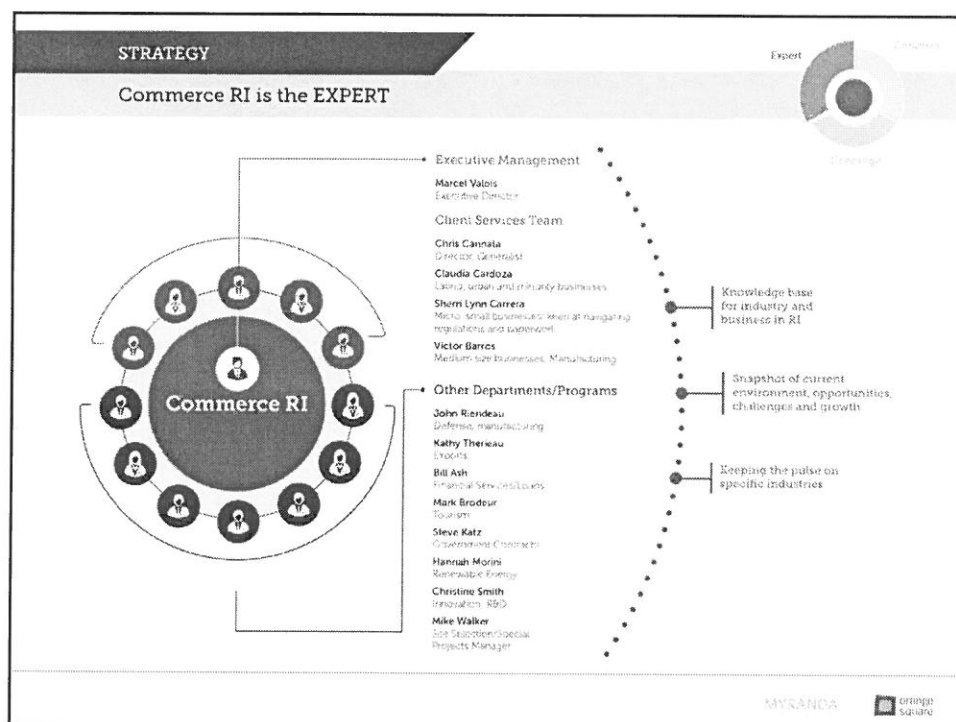
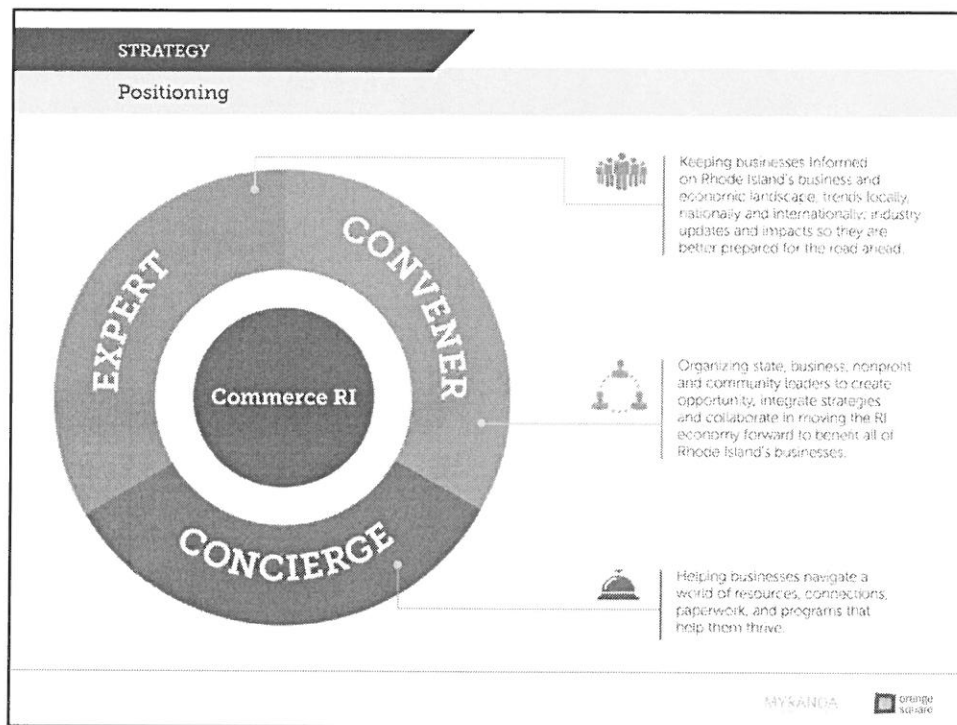
We are **experts**, knowledgeable in our fields, in state and nationally.

We are well **connected facilitators** that have access to and leverage resources to the benefit of clients.

We have a **strong customer-service ethic** and are responsive to client needs in a timely manner.

We drive solutions for companies; manage the process and use the tools available to catalyze business growth.

MYKANDA 



STRATEGY

Commerce RI is the EXPERT

In the world of industry, economic development and business growth, Commerce RI is the expert of the Rhode Island landscape and how this fits in nationally and globally. This information driven role is critical to helping state leaders, business and nonprofit partners, and citizens understand where Rhode Island fits in and how to continue to shape the strategy for economic development in this state. With this role, Commerce RI can offer a snapshot of the Rhode Island industry landscape to potential new businesses and existing Rhode Island businesses, the pipeline of talent and workforce development opportunities, as well as the potential areas for growth or challenges. Further, Commerce RI's staff are each experts in their fields of operation. Through them, the agency keeps the pulse on specific industry sectors, including the latino businesses, marine trades, defense, export and tourism, among others.

Proof Points:

- Tourism Investment report: Gaining the needed insight into the state's investment into tourism.
- Future thinking around state challenges: Spearheading the Actions for Economic Development Strategy and the insight into these areas that need long term proactive efforts: Healthcare system changes, Energy, and Climate Variability.
- As Manager of Actions for Economic Development Strategy, informed on the issues, opportunities and direction the state faces and needs to go; leads the conversation on knowing this information comprehensively.
- ONLY Bonding authority for manufacturing incentives and expansions

- ONLY agency or organization that looks at the entire state and can maximize marketing efforts
- Staff are experts in their field:

Executive Management:

- Marcel Valois, Director

Client Services Team:

- Chris Cannata: Director, Generalist
- Claudia Cardoza: Latino, urban and minority businesses
- Sherri Lynn Carrera: Micro, small businesses; keen at navigating regulations and paperwork
- Victor Barros: Medium size businesses; Manufacturing

Other departments/programs:

- John Riendeau: Defense, manufacturing
- Kathy Theriault: Exports
- Bill Ash: Financial Services/Loans
- Mark Brodeur: Tourism
- Steve Katz: Government Contracts
- Hannah Morini: Renewable Energy
- Christine Smith: Innovation; R&D
- Mike Walker, Site Selection/Special Projects Manager

MYRANDA



STRATEGY

Commerce RI is the CONVENER



MYRANDA



STRATEGY

Commerce RI is the CONVENER

True economic development can only happen through the participation of many. One group needs to bring the many together and lead their charge. Commerce RI is not only poised for this leadership, it has already taken on the role with success and momentum. As convener, Commerce RI pulls together industry stakeholders, government leaders, the nonprofit and institutional community, agency staff, partner organizations and industry leaders to create opportunities, implement strategies, and collaborate on effective actions for the economic development in Rhode Island.

Proof Points:

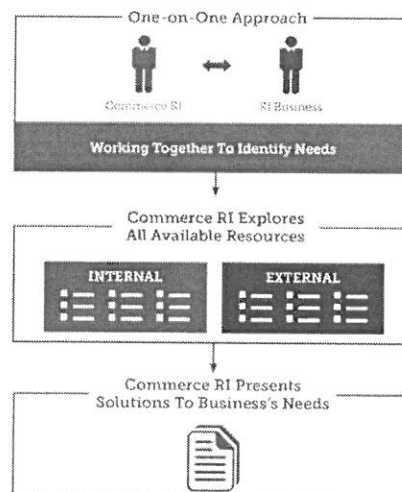
- Bringing over 300 people together to develop the Actions for Economic Development Strategy
- Addressing Broadband on Aquidneck Island to support 'Silicon Valley of Undersea Warfare'
- Bringing SBIR opportunity to STAC
- Manufacturing and Design Center: Pulled together leaders to inform grant application; successfully received federal funding; facilitated dialogue on envisioning center; application to federal government with partners; creating business plan for center; obtained more federal funding for Defense industry focus
- Guided conversations that led to Renewable Energy Fund investments in Slater Technology.

MYRANDA



STRATEGY

Commerce RI is the CONCIERGE



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STRATEGY

Commerce RI is the CONCIERGE

Commerce RI helps businesses navigate a world of resources, connections, paperwork and programs. As their business concierge, Commerce RI takes a one-on-one approach with clients, responding with strong customer service to the needs of each business and taking on the role of making things happen for them. A Commerce RI client service team member will make an appointment for a business needing plan assistance with SBA, navigate workforce training resources at Department of Labor and Training, search for a potential property that will fit the need of a new business or expansion, and sit down as a business' partner in meetings with financial institutions.

Quite literally, Commerce RI is a business' personal knowledge base in getting through complicated and time-consuming systems that ultimately help that business sustain, grow and expand. Give the Commerce RI desk a visit, and you'll get hands-on knowledge and assistance.

Proof Points:

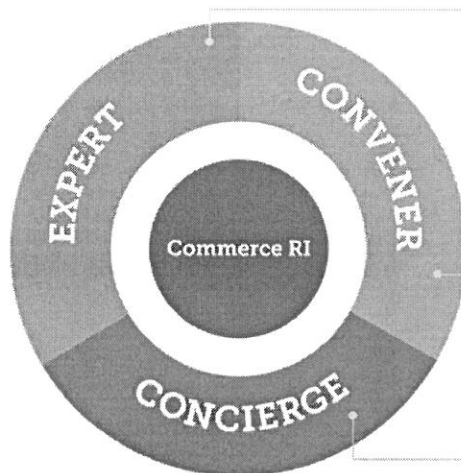
- Example: Managing two-day visit by interested out-of-state company, obtaining the information they need from three different offices/agencies, driving them around state to potential site location
- Appointments set up by Commerce client services through shared calendar with SBAC, Score, etc.
- Working with young companies to establish a business plan, marketing plan or other to help them become 'bankable' and obtain needed financing.
- Long term partner to businesses. While a business may not be able to access hard offering now, client services helps the business step by step grow towards being able to access these offerings—even if it takes a couple years.

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Positioning



Keeping businesses informed on Rhode Island's business and economic landscape, trends locally, nationally and internationally; industry updates and impacts so they are better prepared for the road ahead.



Organizing state, business, nonprofit and community leaders to create opportunity, integrate strategies and collaborate in moving the RI economy forward to benefit all of Rhode Island's businesses.



Helping businesses navigate a world of resources, connections, paperwork, and programs that help them thrive.

MYRANDA



THANK YOU!

MYRANDA

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TAB 2

VOTE OF THE BOARD OF DIRECTORS
OF THE RHODE ISLAND COMMERCE CORPORATION

DECEMBER 15, 2014

(With Respect to an Inducement Resolution in connection with
the International Yacht Restoration School)

APPROVED

VOTED: To approve an Inducement Resolution in connection with the International Yacht Restoration School, a copy of which is attached hereto.

Dated: December 15, 2014

RHODE ISLAND COMMERCE CORPORATION
PUBLIC NOTICE OF MEETING

A meeting of the Rhode Island Commerce Corporation Board of Directors will be held at the offices of the **Rhode Island Commerce Corporation, 315 Iron Horse Way, Suite 101, Providence, Rhode Island**, on **Monday, December 15, 2014**, beginning at **5:00 p.m.** for the following purposes:

PUBLIC SESSION

1. To consider for approval the Public Session Minutes for the meeting held on November 17, 2014.
 2. To consider, as may be appropriate, matters covered in the Executive Director's Report.
 3. To receive a status update regarding the Rhode Island Airport Corporation.
 4. To receive a presentation regarding a tourism investment plan.
 5. To approve an Inducement Resolution in connection with the International Yacht Restoration School.
 6. To consider issues related to the litigation pending before the Providence Superior Court known as Rhode Island Economic Development Corporation v. Wells Fargo Securities, LLC, et al.*
- * Board members may seek to convene in Executive Session pursuant to R.I. Gen. Laws §§ 42-46-5(a)(2) or (4) to discuss this Agenda item.

This notice shall be posted no later than 5:00 p.m. on Thursday December 11, 2014, at the Office of the Rhode Island Commerce Corporation, at the State House, and by electronic filing with the Secretary of State's Office.

Shechtman Halperin Savage, LLP, Counsel to the Corporation

The location is accessible to the handicapped. Those requiring interpreter services for the hearing impaired must notify the Rhode Island Commerce Corporation at 278-9100 forty-eight (48) hours in advance of the meeting. Also for the hearing impaired, assisted listening devices are available onsite, without notice, at this location.

Dated: December 11, 2014